

Message Text

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11

ACTION EB-05

INFO OCT-01 AF-05 ISO-00 RSC-01 DRC-01 /013 W

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R 191645Z MAR 74

FM AMEMBASSY TUNIS

TO SECSTATE WASHDC 4829

INFO USDOC WASHDC

UNCLAS TUNIS 1562

E.O. 11652: N/A

T

GS: BEXP, TS

SUBJ: MEDICAL EQUIPMENT TRADE MISSION: GOT TENDER

FOR MEDICAL EQUIPMENT

REF: TUNIS 1493

1. EMBOFFS MET WITH MIN. OF HEALTH OFFICIAL MORNING MARCH 18 BUT WERE UNABLE TO OBTAIN EXTENSION OF BID DEADLINE BEYOND MARCH 15 OR AGREEMENT THAT LATE BIDS WOULD BE CONSIDERED ONCE BIDS ARE OPENED. HE DID AGREE, HOWEVER, TO MAKE SPECIAL EXCEPTION TO ALLOW CONSIDERATION OF BIDS RECEIVED ON OR BEFORE MARCH 22 ON WHICH DATE BIDS TO BE OPENED.

2. MINISTRY OFFICIAL SAID IN FUTURE YEARS MIN. OF HEALTH WOULD TRY TO GIVE MINIMUM OF 45 TO 50 DAYS DURING WHICH TIME COMPANIES CAN RESPOND TO INTERNATIONAL INVITATIONS TO TENDER FOR PUBLIC SECTOR WHICH ARE USUALLY ISSUED ONLY ON ANNUAL BASIS.

3. BANKING SOURCES AGREE THAT PRESENT SYSTEM WORKS AGAINST U.S. SALES OF MEDICAL EQUIPMENT TO PUBLIC MEDICAL SECTOR UNLESS US SUPPLIERS REPRESENTED LOCALLY BY ACTIVE AGENTS. ALSO IMPORTANT THAT THEIR PRODUCTS BE WELL KNOWN TO TUNISIAN MEDICAL PROFESSION WHO HAVE LARGE RESPONSIBILITY IN DETERMINING WHAT IS ORDERED IN PUBLIC TENDERS, REVIEWING BIDS AND SELECTING SUCCESSFUL
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BIDDERS. U. . FIRMS HAVE BETTER CHANCE IN PLACING

EQUIPMENT WITH SMALLER PRIVATE MEDICAL SECTOR. EVEN
THESE SALES MIGHT BE JEOPARDIZED, HOWEVER, IF SOME
DOCTORS AND OFFICIALS SUCCEED, AS HAS BEEN MENTIONED
LATELY, IN IMPOSING IMPORT RESTRICTIONS TO ASSURE
"STAND
RDIZATION" OF EQUIPMENT. THIS PRACTICE IN
PHARMACEUTICAL AREA ALREADY WORKS TO DISADVANTAGE US
EXPORTS.
SEELYE

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